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Lead Qualifier

PaySimple, voted one of the best places to work in Denver in both 2008 and 2009, is staffing up to support explosive growth in 2012! We are looking for a superstar Lead Qualifier to become an integral member of our Sales team.

Job Description:

PaySimple is currently seeking talented Lead Qualifiers who will act in a traditional Lead Generation role to help grow the business. This is an entry level role but a high-profile position for an assertive self-directed individual seeking to fast track their sales career. Candidates must be able to hit the ground running and produce immediate results.

Our Lead Qualifiers are the core function of our business. Lead Qualifiers identify, initiate, and nurture relationships, both over the phone and via e-mail, with decision makers and qualify sales opportunities for our Sales Associates.

Our Lead Qualifiers generate sales-ready leads with the help of a great sales support team.

Responsibilities:

- Manage a high volume of outbound calls to warm marketing lists to uncover qualified sales opportunities
- Collect and record the contact information of prospects and leads
- Navigate corporate structures to identify decision makers and determine buying process
- Identify prospect's business needs and goals to determine solution
- Work closely with Sales Manager to increase close ratio and number of new customers
- Perform product demonstrations in support of sales team
- Assist on sales calls as subject matter expert
- Able to build strong networks in and outside the organization
- Strong communication and organizational skills

Qualifications:

- 1-3 years experience in outbound business-to-business phone marketing or sales experience
- Salesforce experience preferred
- Basic computer and typing skills for efficient documentation and research
- Bachelors Degree
- Knowledge of sales and marketing principles and strategies
- Demonstrated ability to develop qualified appointments
- Excellent telephone sales personality skills
- Reliable, strong work ethic and able to work independently

The PaySimple Solution is a cloud-based receivables management software that enables small businesses to bill, collect, and manage their customers' payments under one user-friendly system. PaySimple headquarters is located in the heart of LoDo. We are building an extraordinary company and looking for talented, energetic and motivated individuals to join our unique environment.



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If you are looking for a company that is truly different from beige cubicles and typical office politics, come join a company that rewards authenticity and supports energy with a passion.

Visit our website at www.paysimple.com and click on [Career Opportunities](#). Read about our vision, our energy, and the PaySimple PATHS to extraordinary returns. If this truly speaks to you, click Apply Now to fill out our fun application and send us your resume and cover letter. We look forward to hearing from you!